

PENSIONS
INVESTMENTS
LIFE INSURANCE



Irish Life

MyRetirement Pathfinder

USER GUIDE



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INTRODUCTION

MyRetirement Pathfinder allows you to provide your clients with a bespoke retirement plan. You have complete control over the information used and you can offer each of your clients a tailored retirement solution.

MyRetirement Pathfinder is split into seven sections.

1. ABOUT YOU	These sections capture the client's information and attitude to investing.
2. ATTITUDE TO INVESTING	
3. ASSUMPTIONS	You can amend the default assumptions in this section
4. YOUR OPTIONS	This section capture the ARF and Annuity options available. You also have a custom option which you can tailor to your client's needs
5. YOUR PLAN	This section gives more detail on each of the options available in the ' Your Options ' section
6. GENERATE REPORT	Once you and your client are satisfied with the details in the ' Your Plan ' section you can customise and generate a report for your client.
7. ONLINE SUBMISSIONS	You also have the option to submit ARF and AMRF plans to Irish Life electronically.

This Guide will take you through each of the sections and highlight any items of interest or points to note.

When using the system you will see that most fields are optional. Some fields are mandatory and are marked with an '**' and information must be input before you can move to the next screen.

HOW TO ACCESS THE MYRETIREMENT PATHFINDER

MyRetirement Pathfinder is available to you via www.bline.ie.

The image shows a sequence of steps to access the MyRetirement Pathfinder on the b|line website. The main website header includes the b|line logo, the tagline 'THE NO.1 BROKER WEBSITE', and a navigation menu with links: Home, Fund Centre, Pensions, Investments, Protection, eBusiness, and News. A 'Broker Login' button is located in the top right corner, with a callout box stating 'Select 'Broker Login''.

Below the navigation menu, there is a large banner for 'HALF YEAR Claims REPORT 2018' with the headline 'Helping protect families in 2018' and '€153.6 Million paid to families so far this year!'. A 'Click to find out more' button is present.

On the left side, there are sections for 'Popular Downloads' (listing various forms and guides) and 'Latest ILIM market update' (featuring Michael Hayes and a quote from Nelson Mandela). Below these are news snippets about 'IORPS II and independent trustee option' (Patrick O'Shea) and 'Irish Life staff raise €360,000 for charity in 2018' (John Roberts).

In the center, a 'Login' modal window is displayed, titled 'Enter your User ID & Password to log in'. It contains three input fields: 'User ID', 'Password', and 'Mother's Maiden Name', followed by a 'Log in' button. A callout box points to the 'Login' button with the text 'Login as normal'.

On the right side, a grid of service tiles is shown, including 'Start a Proposal', 'Business Protection Pathfinder', '3 Steps to Securing Your Clients Legacy', 'Resume a Proposal', 'Reprint a Proposal', 'Biz Data Download Pipeline Commission', 'Easy Quotes', 'Change Password', 'ASK Underwriting', 'broker360 model portfolio builder', and 'Point of Retirement'. A callout box points to the 'Point of Retirement' tile with the text 'Select Point of Retirement to launch system in a new window.'

SECTION 1: ABOUT YOU

This section captures the client's details, e.g name, date of birth, pension funds etc.

About You

Attitude to Investing

Please tell us about you

* Title

Mr

Mrs

Ms

▼ More Titles

* First name

enter your first name

* Surname

enter your surname

🏠 Address line 1

🏠 Address line 2

🏠 Address line 3

Country

Ireland

Postcode

* 📅 Date of birth

10th

February

1952

* Relationship status

Single

Married

✉ Email

Date of Birth

Client must be at least 50 years of age

Relationship Status

Select 'Married' if the client is married or in a registered civil partnership.

Select 'Single' if the client is single, widowed or divorced

SECTION 1: ABOUT YOU

The screenshot shows a web form titled 'About You' with a progress indicator. The form has two tabs: 'About You' (active) and 'Attitude to Investing'. The 'About You' tab contains the following fields:

- * Pension fund value**: A text input field.
- * State pension**: Two radio buttons labeled 'Yes' and 'No'.
- State pension annual amount**: A text input field.
- * Gross annual income from existing pensions**: A text input field.

Four callout boxes provide additional information:

- Pension Fund Value:** Insert the fund value under discussion with your client.
- State Pension:** Does your client qualify for the State Pension? Answer: Yes or No. If Yes: the system will automatically pre-populate the **State Pension Annual Amount** field with:
 - For single clients: State Pension (Contributory) personal rate
 - For married clients: State Pension (Contributory) personal plus adult dependent rateFor clients not entitled to the full rate State Pension this figure can be reduced down.
- Gross Annual Income from Existing Pensions:** If your client is in receipt or about to receive a pension income from an annuity, occupational pension scheme or income from ARFs & AMRFs insert the annual income before deduction of income tax.

Pension Fund Value:

Insert the fund value under discussion with your client

State Pension:

Does your client qualify for the State Pension? Answer: Yes or No

If Yes: the system will automatically pre-populate the **State Pension Annual Amount** field with,



- For single clients: State Pension (Contributory) personal rate
- For married clients: State Pension (Contributory) personal plus adult dependent rate

For clients not entitled to the full rate State Pension this figure can be reduced down.

Gross Annual Income from Existing Pensions:

If your client is in receipt or about to receive a pension income from an annuity, occupational pension scheme or income from ARFs & AMRFs insert the annual income before deduction of income tax.

SECTION 1: ABOUT YOU

About You  **Attitude to Investing** 

* Do you have guaranteed pension for life of at least €12,700 per annum, including the single state pension entitlement?

* Have you invested €63,500 of your pension fund to invest into an Approved Minimum Retirement Fund or the purchase an annuity for life?

* Have you inherited these funds following the death of the original ARF/AMRF holder?

* Attitude to Investing input mode

ARF Eligibility Questions:

If the client can answer 'Yes' to one of these three questions then they can invest directly in an ARF and are not required to invest €63,500 in an AMRF or purchase an annuity with that amount.

€12,700 Guaranteed Income Requirement

From March 2019, the personal State Pension (Contributory) payment will exceed €12,700 and so anyone receiving the full rate payment will automatically meet the €12,700 requirement.

Attitude to Investing:

You have two options here:

- a) If you already know your client's investment risk rating choose 'select risk rating'
- b) If you want to go through the risk rating questionnaire select 'take questionnaire'

Click 'Next' to proceed to your chosen 'Attitude to Investing' section.

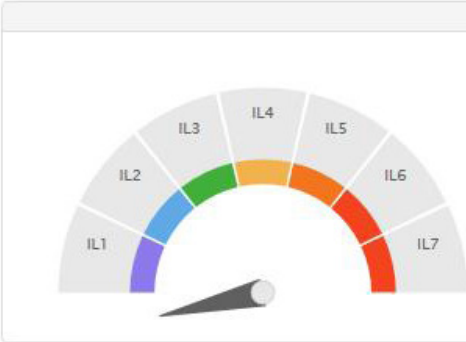
SECTION 2: ATTITUDE TO INVESTING - SELECT RISK RATING

Attitude to Investing Assumptions Your Options

Now we will set your attitude to investing

* Please select your risk rating

1. Safety First - CASH
2. Careful - MAPS 2
3. Conservative - MAPS 3
4. Balanced - MAPS 4
5. Experienced - MAPS 5
6. Adventurous - MAPS 6
7. Very Adventurous - MAPS 6



Risk Rating:

Select client's risk rating from the drop down.

The system will default to the MAPS funds, you can change this in the **Assumptions** section on the next screen if needed.

Clicking 'Next' at the bottom of the screen to proceed to the 'Assumptions' section.

SECTION 2: ATTITUDE TO INVESTING - TAKE QUESTIONNAIRE

Attitude to Investing **Assumptions** Your Options

Now we will assess your attitude to investing

1 I would enjoy exploring investment opportunities for my money.

☐ I strongly agree with this statement.

☐ I tend to agree with this statement.

☐ In between

☐ I tend to disagree with this statement.

☐ I strongly disagree with this statement.

2 I would go for the best possible return even if there were risk involved.

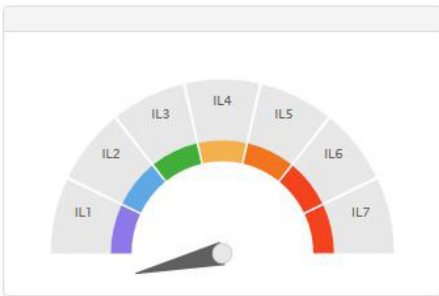
☐ Always

☐ Usually

☐ Sometimes

☐ Rarely

☐ Never



The **Attitude to Investing Questionnaire** gives the client the opportunity to answer 15 questions to get an indication of their risk rating using Irish Life's 1 – 7 scale.

After answering all 15 questions click '**Next**' at the bottom of this screen to proceed to the '**Assumptions**' section.

SECTION 3: ASSUMPTIONS

Assumptions

Change ARF/AMRF Basis

Retirement Assumptions

Fund Choice

Annuity Quote

Next

Assumptions

If you are happy with the prepopulated default assumptions select '**Next**' to proceed to the '**Your Options**' section.

The ARF imputed distribution withdrawal will default based on the client's age.

The fund choice will default to the relevant MAPS fund based on the client's risk profile as determined in the '**Attitude to Investing**' section.

In relation to Annuity Quotes, the default in all cases is 5 year guaranteed period, no escalation and 0% spouse's pension.

You can review and change these assumptions by selecting the '+' icon on the right hand side.

SECTION 3: ASSUMPTIONS

Assumptions | Your Options | Your Plan

Change ARF/AMRF Basis

* ARF Commission Profile
5% Intro,0%Renew,0.5%Fund frm mth1,0.25%PC [6952]

* AMRF Commission Profile
5% Intro,0%Renew,0.5%Fund frm mth1,0.25%PC [6952]

Retirement Assumptions

* ARF % Annual drawdown
0

* AMRF % Annual drawdown
0

Fund Choice

Fund	Current %
Multi Asset Portfolio 4 Series H	100

+

Annuity Quote +

Next

Change ARF / AMRF Basis

You can change the default charging structure by selecting a different commission profile in the 'Change ARF/AMRF Basis' section.

Retirement Assumptions

Here you can change the automatic income payable from the client's ARF and/or AMRF.

ARFs: maximum 15% income available

AMRFs: maximum 4% income available

Fund Choice

You can change the default MAPS fund and select any fund(s) available on the Complete Solutions ARF & AMRF contracts. If you change the funds away from the default MAPS fund the new fund selection may not match the client's risk rating.

If more than 1 fund is required select '+' icon to add more funds. A maximum of 10 funds can be chosen.

SECTION 3: ASSUMPTIONS

Assumptions

Change ARF/AMRF Basis +

Retirement Assumptions +

Fund Choice +

Annuity Quote -

* Do you want to choose an open market rate?

Yes No

* Annuity Rate

0

* Guaranteed period

5

* Spouse's and/or dependants

0

Spouse's and/or dependant's Date of birth

Day Month Year

* Escalation

0

Next

Annuity Quote

There are two options available here

Current Irish Life Annuity Rate

The system will default to current Irish Life annuity rate, 5 year guaranteed period, no escalation and 0% spouse's pension in all cases. You can alter these options as required.

Open Market Annuity Rate

Instead of using Irish Life annuity rates, you have the option to manually input an open market annuity rate. This can also be used for clients with guaranteed annuity rates.

To avail of this option select 'Yes' to the question "Do you want to choose an open market rate?"

When using open market rates the guaranteed period, spouse's pension & escalation fields are not available. You can note these details in the free text boxes at the end if needed.

Click the 'Next' button at the bottom of the screen to proceed to the 'Your Options' section.

Spouse's / dependants pension

If you want to include a spouse's / dependant's pension then you will also need to include their date of birth.

SECTION 4: YOUR OPTIONS

Navigation Tabs

You can use these tabs at the top of the screen to navigate back and make changes to previous sections if needed.

The screenshot shows a web interface titled "Your Retirement options". At the top, there are three navigation tabs: "Attitude to Investing", "Assumptions", and "Your Options". The "Your Options" tab is selected and highlighted in blue. Below the tabs, the main content area is divided into three vertical panels, each representing a different retirement option:

- ARF Option:**
 - Total Pension Pot: €1,000,000
 - Retirement Lump Sum: €250,000
 - ARF: €686,500
 - AMRF: €63,500
 - Gross Annual Income: €26,976
 - Find Out More button
- Annuity Option:**
 - Total Pension Pot: €1,000,000
 - Retirement Lump Sum: €250,000
 - Annuity Purchase: €750,000
 - Gross Annual Income: €16,935
 - Find Out More button
- Custom Option:**
 - Total Pension Pot: €1,000,000
 - Retirement Lump Sum: 0 (input field)
 - Annuity Purchase: 0 (input field)
 - ARF: 0 (input field)
 - AMRF: 0 (input field)
 - Calculate Custom button
 - Gross Annual Income: €0
 - Find Out More button

Your Options

This section sets out the client's ARF and Annuity retirement options based on the information you have input.

You can also customise an option specifically for your client.

ARF Option

This option is based on the client availing of a Retirement Lump Sum of 25% of the total retirement value with the balance being invested in an ARF/AMRF.

Annuity Option

This option is based on the client availing of a Retirement Lump Sum of 25% of the total retirement value with the remaining fund being used to purchase an annuity.

Custom Option

The Custom Option allows you complete flexibility to amend the various benefits with the only proviso that the total amount involved cannot exceed the client's 'Total Pension Pot'. When you enter the various amounts, you need to click the 'Calculate Custom' button to generate the 'Gross Annual Income'.


Find Out More

Click 'Find Out More' under your selected option to get full details and proceed to the 'Your Plan' section.

SECTION 5: YOUR PLAN – ARF OPTION


< Your Plan > Apply Now

ARF Option




Available Pension Fund

€1,000,000



Existing Yearly Income (excluding this Pension Fund)

€10,000



Attitude to Investing Rating 4

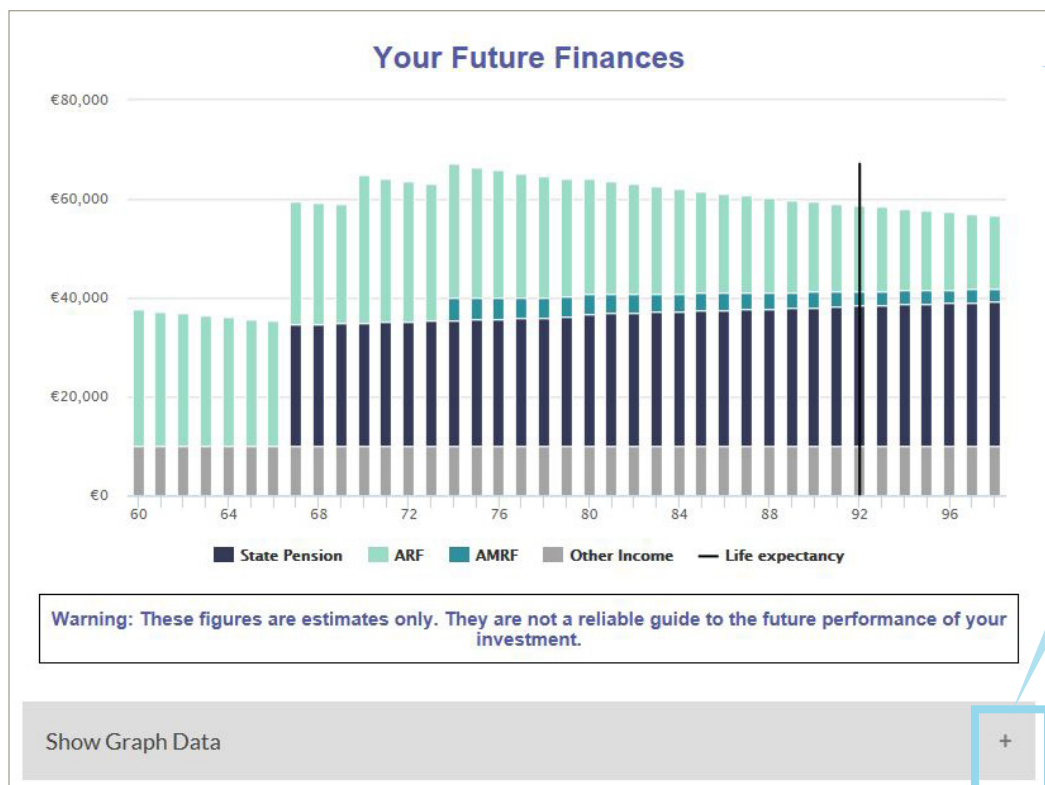
Balanced

An ARF/AMRF gives you greater flexibility and control and the potential to pass any remaining funds over to your estate on death, although the income from them is not guaranteed and there is a risk they can run out before you die, especially if you need to take withdrawals from the funds.

This example assumes you have selected the **ARF Option** and sets out the options available to the client.

Your Option Explained	
Retirement Lump Sum i	€250,000
Net Retirement Lump Sum	€240,000
Annuity	€200,000
Approved Retirement Fund	€550,000

SECTION 5: YOUR PLAN – ARF OPTION



Your Future Finances

This graph shows the income the client will get from each of the various sources, State Pension, ARF, AMRF etc.

The detail will be based on the information input in the 'About You' and the 'Assumptions' section

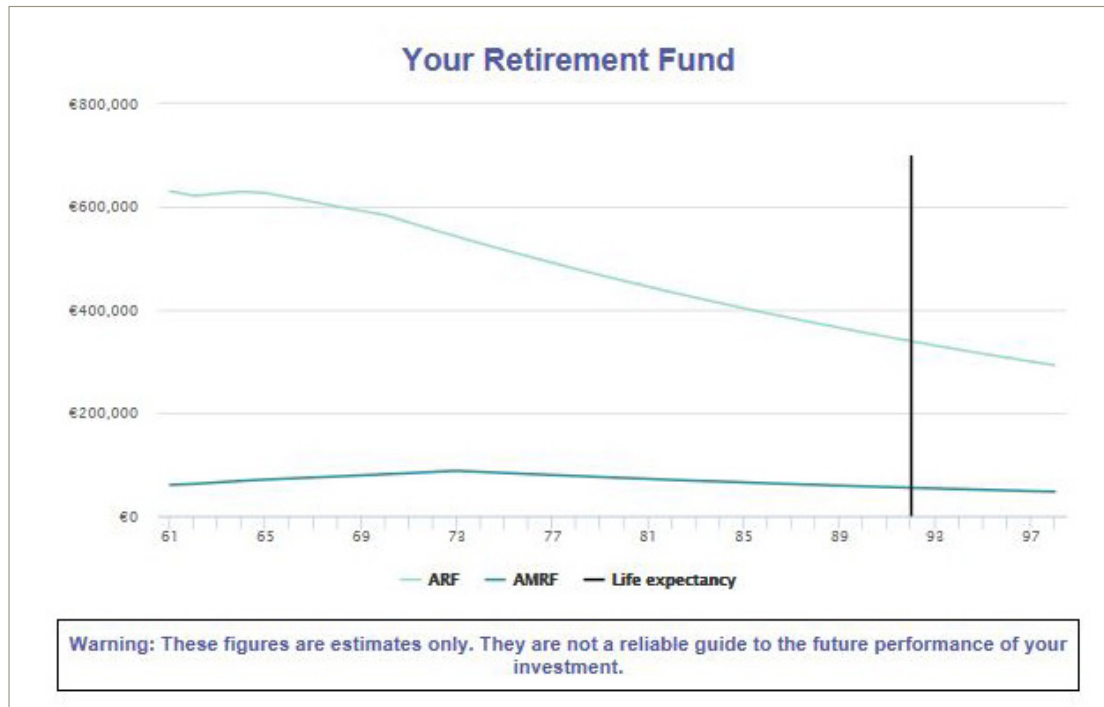
You also have the option to see these graphs in table format by selecting 'Show Graph Data' which will open up the screen below.

Show Graph Data

Age	All Other Income	ARF Option		Annuity Option	
		ARF/AMRF Income	Total Income	ARF/AMRF Fund Value	Annuit Income
61	€10,000	€26,976	€36,976	€690,829	€16,238
66	€10,000	€25,126	€35,126	€690,803	€16,238
71	€10,000	€29,254	€39,254	€652,836	€16,238
76	€10,000	€30,148	€40,148	€585,017	€16,238
81	€10,000	€26,650	€36,650	€517,106	€16,238
86	€10,000	€23,555	€33,555	€457,079	€16,238
91	€10,000	€20,821	€30,821	€404,020	€16,238
96	€10,000	€18,404	€28,404	€357,120	€16,238

You have selected the **ARF Option** shown above. The other figures are shown for comparison purpose only. All income figures are the gross yearly amounts.

SECTION 5: YOUR PLAN – ARF OPTION



Your Retirement Fund

This graph shows the projected ARF and AMRF fund values.

The detail will be based on the information input in the 'About You' and the 'Assumptions' section

SECTION 5: YOUR PLAN – ARF OPTION

FUND RUNNING OUT TAB

Depending on the retirement option selected, there are a number of tabs that provide more detail. These sections are included in the client report along with the corresponding graphs and tables.

Fund Running Out

Investment Fund

Life Expectancy & Assumptions

ARF/AMRF Features

Other Options

Fund values are not guaranteed under your investment product and can go down as well as up. As your income is assumed to be a percentage of the fund, it will vary each year and will also reduce as your fund reduces.

If you draw down more than that shown in any year, the value of your fund will fall even faster than shown.

The figures below indicate the age at which your fund could fall to below 50% of its original value under three different investment market scenarios.

Extremely Poor Market Performance:	Chance	Age
If investment markets perform extremely poorly, there is a chance your fund will fall in value to half of its original size in 10 years, when you will be 71. We estimate there is a 5% chance of this happening.	5%	71
Poor Market Performance:		
If investment markets perform poorly, there is a chance that your fund will fall in value to half of its original size in 24 years, when you will be 85. We estimate there is a 25% chance of this happening.	25%	85
Best Estimate Market Performance:		
If investment markets perform in line with our best estimates, we would expect your fund to fall in value to half of its original size in 43 years, when you will be 104.	50%	104

Fund Running Out

This tab refers to the likelihood of the client's retirement fund falling to below 50% of its original value under three different investment market scenarios:

- Extremely Poor Market Performance

If market experience is the 250th worst outcome out of the 10,000 simulations generated by our modelling framework.

- Poor Market Performance

If market experience is the 2,500th worst outcome out of the 10,000 simulations generated by our modelling framework.

- Best Estimate Market Performance

If market experience is the 5,000th outcome of the 10,000 simulations generated by our modelling framework.

SECTION 5: YOUR PLAN – ARF OPTION

LIFE EXPECTANCY & ASSUMPTIONS TAB

<u>Fund Running Out</u>	Investment Fund	<u>Life Expectancy & Assumptions</u>	<u>ARF/AMRE Features</u>	<u>Other Options</u>
<p>The above assumes you are invested in the following funds:</p> <p>Multi Asset Portfolio 4 Series H - 100% - view factsheet</p> <p>These fund(s) may not reflect your actual Attitude to Investing rating.</p>				

Investment Fund

This tab confirms the fund(s) that the projected figures are based on. It also contains a hyperlink to the relevant factsheet for the fund(s). Clicking on this link will open up the relevant factsheet in PDF format

This link is also included in the word document report that you generate allowing the client to access the factsheet directly themselves.

SECTION 5: YOUR PLAN – ARF OPTION

INVESTMENT FUND TAB

<u>Fund Running Out</u>	<u>Investment Fund</u>	<u>Life Expectancy & Assumptions</u>	<u>ARF/AMRF Features</u>	<u>Other Options</u>
<p>The graph shows the current life expectancy for a 61 year old female based on long compiled by Irish Life. This is only an average number. The average number for 61 year old male Irish Life pensions customer is 90</p> <p>The graph above assumes that today you withdraw:</p> <ul style="list-style-type: none">• 4% each year from your ARF• 0% each year from your AMRF <p>subject to the minimum drawdown rates described below.</p> <p><u>Other Assumptions (if applicable):</u></p> <ul style="list-style-type: none">• The gross growth rate used to project the fund is: ARF 4.25% each year AMRF 4.25% each year• The State Pension is assumed to increase at 0.5% each year• Any other income is assumed to continue at the current level for your lifetime <p>Please note there is a minimum 5% withdrawal per annum from your AMRF from the age of 75 onwards. This applies per calendar year and is tested every December. In December if you have not yet taken the 5% from your fund that year you will automatically withdraw the remainder of the 5%. Your regular withdrawals are not affected.</p> <p>Please note there is a minimum 4% withdrawal per annum from your ARF from age 61 up to age 71 and a 5% minimum withdrawal thereafter. This applies per calendar year and is tested every December. In December if you have not yet taken the 4% or 5% from your fund that year you will automatically withdraw the remainder of the 4% or 5%. Your regular withdrawals are not affected. The minimum withdrawal is 6% where total ARF and vested PRSA values are greater than €2,000,000.</p>				

Life Expectancy & Assumptions

This tab lists the assumptions used in projecting the client's future finances. It confirms the:

- Yearly income withdrawal rates from the ARF & AMRF contract(s)
- Yearly growth rates assumed for the ARF & AMRF contract(s)
- Assumptions in relation to future income

SECTION 5: YOUR PLAN – ARF OPTION

ARF / AMRF FEATURES & OTHER OPTIONS TABS

Fund Running Out	Life Expectancy & Assumptions	ARF/AMRF Features	Investment Fund	Other Options
<p>Advantages of an Approved Minimum Retirement Fund / Approved Retirement Fund</p> <ul style="list-style-type: none">• You can buy an AMRF/ARF with any Qualifying Fund Manager• You have flexibility and control over your pension fund during your retirement• You can invest in a wide range of funds• When you die the fund value remaining at that date passes to your estate subject to income tax and / or inheritance tax depending on who inherits the benefits• You can buy an annuity at any stage with your AMRF or ARF• An AMRF becomes an Approved Retirement Fund (ARF) at age 75 and the withdrawal restrictions do not apply <p>Disadvantages of an Approved Minimum Retirement Fund / Approved Retirement Fund</p> <ul style="list-style-type: none">• You are taking on investment risks. This means your initial capital could go down as well as up• Entry charges may apply• Early exit penalties may apply• Withdrawals from your fund may cause it to run out before you die• You are restricted on the withdrawals you can make from an AMRF• All income / withdrawals are subject to income tax in the normal way				

ARF / AMRF Features



This tab summarises some of the advantages and disadvantages associated with investing in an ARF / AMRF contract.

Fund Running Out	Life Expectancy & Assumptions	ARF/AMRF Features	Investment Fund	Other Options
<p>As well as any tax-free retirement lump sum shown, it may be possible to take some or all of your fund as cash. There are certain legal restrictions on taking up this option. You would have to pay tax at your highest rate of income tax and any other taxes or government levies which would apply.</p>				


Other Options

This tab refers to the fact that other options such as taxable cash may be available.

SECTION 5: YOUR PLAN – ANNUITY OPTION


[<](#) **Your Plan**  [Apply Now](#) 

Annuity Option




Available Pension Fund

€1,000,000



Existing Yearly Income (excluding this Pension Fund)

€10,000



Attitude to Investing Rating 4

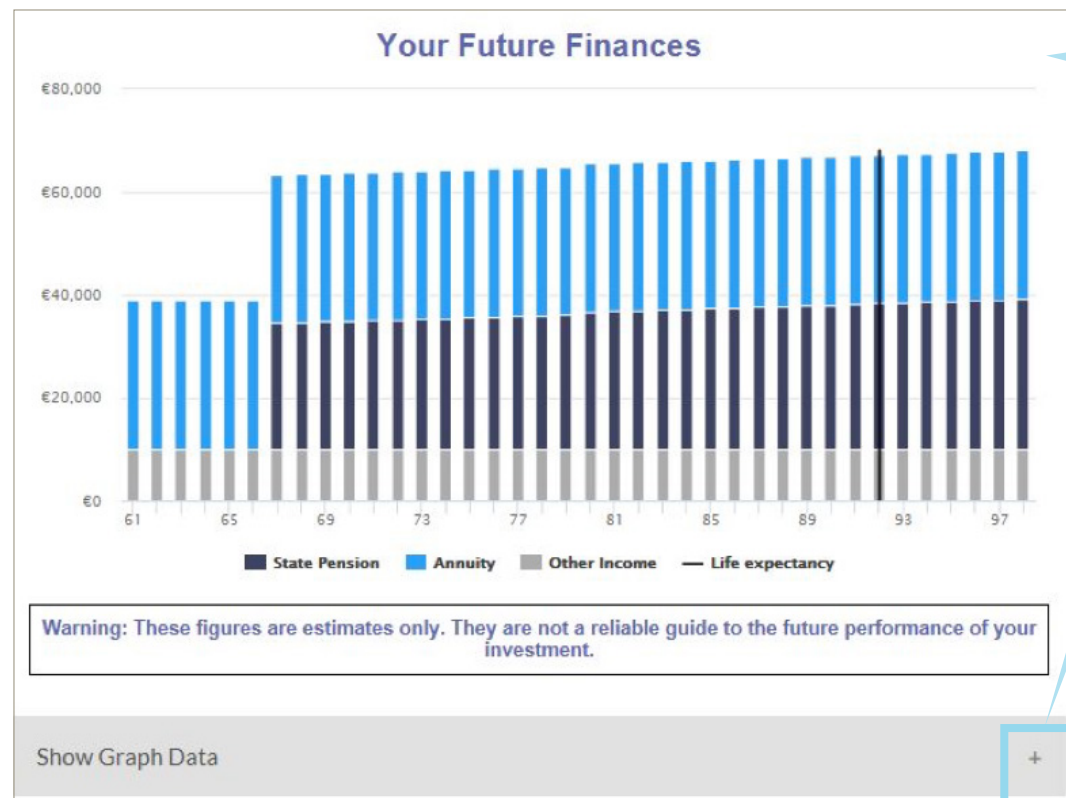
Balanced

Pensions for Life offer payments with more certainty and security although they are inflexible and there is no option to alter payments after the initial purchase. Pension for Life payments will continue as long as you live, although there is a risk that if you die in the early years after purchasing a Pension for Life the value of the payments received will be significantly less than the capital sum invested. You may qualify for an Enhanced Annuity Rate based on information relating to your lifestyle and medical history (and that of your dependant if applicable).

This example assumes you have selected the **Annuity Option** and sets out the options available to the client.

Your Option Explained	
Retirement Lump Sum 	€250,000
Net Retirement Lump Sum	€240,000
Annuity	€750,000

SECTION 5: YOUR PLAN – ANNUITY OPTION



Your Future Finances

This graph shows the income the client will get from each of the various sources, annuity, State Pension etc.

You also have the option to see these graphs in table format by selecting 'Show Graph Data' which will open up the screen below.

Show Graph Data

		ARF Option			Annuity Option	
Age	All Other Income	ARF/AMRF Income	Total Income	ARF/AMRF Fund Value	Annuity Income	Total Income
61	€10,000	€26,976	€36,976	€690,829	€28,912	€38,912
66	€10,000	€25,126	€35,126	€690,803	€28,912	€38,912
71	€10,000	€29,254	€39,254	€652,836	€28,912	€38,912
76	€10,000	€30,148	€40,148	€585,017	€28,912	€38,912
81	€10,000	€26,650	€36,650	€517,106	€28,912	€38,912
86	€10,000	€23,555	€33,555	€457,079	€28,912	€38,912
91	€10,000	€20,821	€30,821	€404,020	€28,912	€38,912
96	€10,000	€18,404	€28,404	€357,120	€28,912	€38,912

You have selected the **Annuity Option** shown above. The other figures are shown for comparison purpose only. All income figures are the gross yearly amounts.

SECTION 5: YOUR PLAN – ANNUITY OPTION

ANNUITY TERMS & FEATURES AND ANNUITY PAYBACK PERIOD TABS

<u>Annuity Terms & Features</u>	<u>Annuity Payback Period</u>	<u>Life Expectancy & Assumptions</u>	<u>Other Options</u>
<p>Pension for Life is also called an annuity.</p> <p>The annuity or Pension for Life assumes:</p> <p>1. Minimum Payment Period of 5 years This is the minimum number of years for which Irish Life will pay the Pension For Life amount. Even if you were not to live for this length of time, we would continue to pay the amount to your estate.</p> <p>2. Spouse's Reversion of 0% If you die, this is the amount which will be paid to your dependent for the rest of their life. The earliest this pension can start is at the end of the minimum payment period.</p> <p>3. Escalation Rate of 0% This is the rate at which the annual amount is going to increase, to keep up with expected increases in prices. If the rate is 0%, this means that the payment will remain level throughout.</p> <p>The annuity rate used above is 3.86% and is for illustration purposes only. The annuity rate you receive will be based on the rates available at the time you purchase the annuity and will vary based on your exact age, fund size and annuity terms.</p> <p><u>Advantages of an annuity or Pension for Life</u></p> <ul style="list-style-type: none">• You can buy an annuity with any insurance company• You are buying certainty as you are guaranteed to be paying a known pension for the rest of your life• Your pension is not affected if returns from stock markets are poor, or if you live a long time• You may be eligible for an enhanced annuity depending on your lifestyle and medical history, and that of your dependant if applicable <p><u>Disadvantages of an annuity or Pension for Life</u></p> <ul style="list-style-type: none">• Once you take out an annuity, you cannot cash it in or change any of the features• Your pension will stop when you die, unless you have chosen a dependent's pension or a minimum payment period. Adding escalation, dependant's pension or increasing the minimum payment period will result in a smaller pension.• All income / withdrawals are subject to tax in the normal way			

Annuity Terms & Features

This tab lists the assumptions used in projecting the annuity income payable to the client. It includes:

- Minimum Payment (Guaranteed) Period
- Spouse's / Dependant's Pension (Reversion Rate)
- Escalation Rate

It also details some of the advantages and disadvantages that are associated with selecting the annuity / pension for life option.

Annuity Payback Period

This tab confirms the number of years before the cumulative yearly annuity payments will equal the initial amount used to purchase the annuity.

<u>Annuity Terms & Features</u>	<u>Annuity Payback Period</u>	<u>Life Expectancy & Assumptions</u>	<u>Other Options</u>
<p>Your annuity (or Pension For Life) has a payback period of 26 years. This means that in 26 year's time, the total amount you will have received in annual payments will equal the initial amount used to purchase the annuity.</p>			

SECTION 5: YOUR PLAN - CUSTOM OPTION

Back in the 'Your Options' screen you can customise the client's retirement benefits.

Your Retirement options

ARF Option	Annuity Option	Custom Option
Total Pension Pot €1,000,000	Total Pension Pot €1,000,000	Total Pension Pot €1,000,000
Retirement Lump Sum €250,000	Retirement Lump Sum €250,000	Retirement Lump Sum <input type="text" value="250000"/>
ARF €686,500	Annuity Purchase €750,000	Annuity Purchase <input type="text" value="200000"/>
AMRF €63,500		ARF <input type="text" value="550000"/>
		AMRF <input type="text" value="0"/>
		Calculate Custom
Gross Annual Income €26,976	Gross Annual Income €28,913	Gross Annual Income €29,322
Find Out More	Find Out More	Find Out More

Annuity Fund
Input the amount to be used to purchase an annuity (if any)

ARF
Input the amount to be invested in an ARF, taking into account the AMRF / Guaranteed income requirement.

AMRF
Input the amount to be invested in an AMRF (if applicable).

Calculate Custom
Once you've split the client's fund between lump sum, annuity, AMRF & ARF select 'Calculate Custom' to update 'Gross Annual Income' field.

Find Out More
Click 'Find Out More' to get full details on the option and proceed to the 'Your Plan' section.

SECTION 5: YOUR PLAN - CUSTOM OPTION

This example assumes you have selected the **Custom Option** and sets out the options you have selected.

<

Your Plan

Apply Now

Custom Option

Available Pension Fund

€1,000,000

Existing Yearly Income (excluding this Pension Fund)

€10,000

Attitude to Investing Rating 4

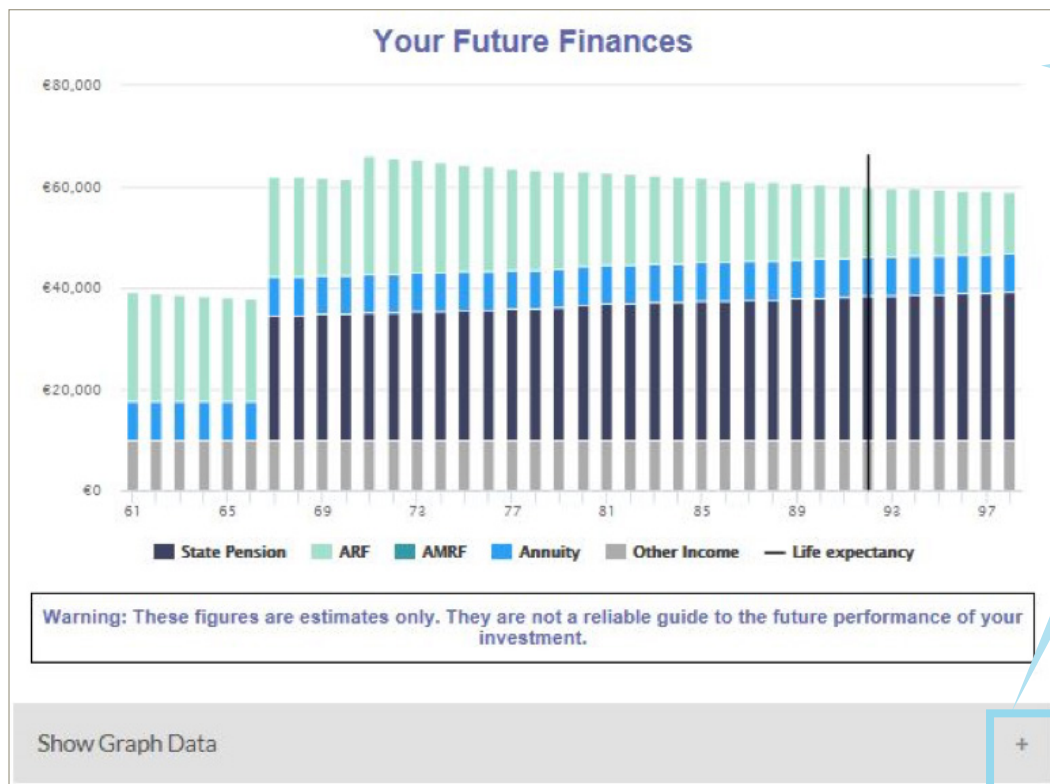
Balanced

An ARF/AMRF gives you greater flexibility and control and the potential to pass any remaining funds over to your estate on death, although the income from them is not guaranteed and there is a risk they can run out before you die, especially if you need to take withdrawals from the funds.

Your Option Explained

Retirement Lump Sum	€250,000
Net Retirement Lump Sum	€240,000
Annuity	€200,000
Approved Retirement Fund	€550,000

SECTION 5: YOUR PLAN – CUSTOM OPTION



Your Future Finances

This graph shows the income the client will get from each of the various sources, State Pension, ARF, AMRF, Annuity etc.

The detail will be based on the information input in the previous sections.

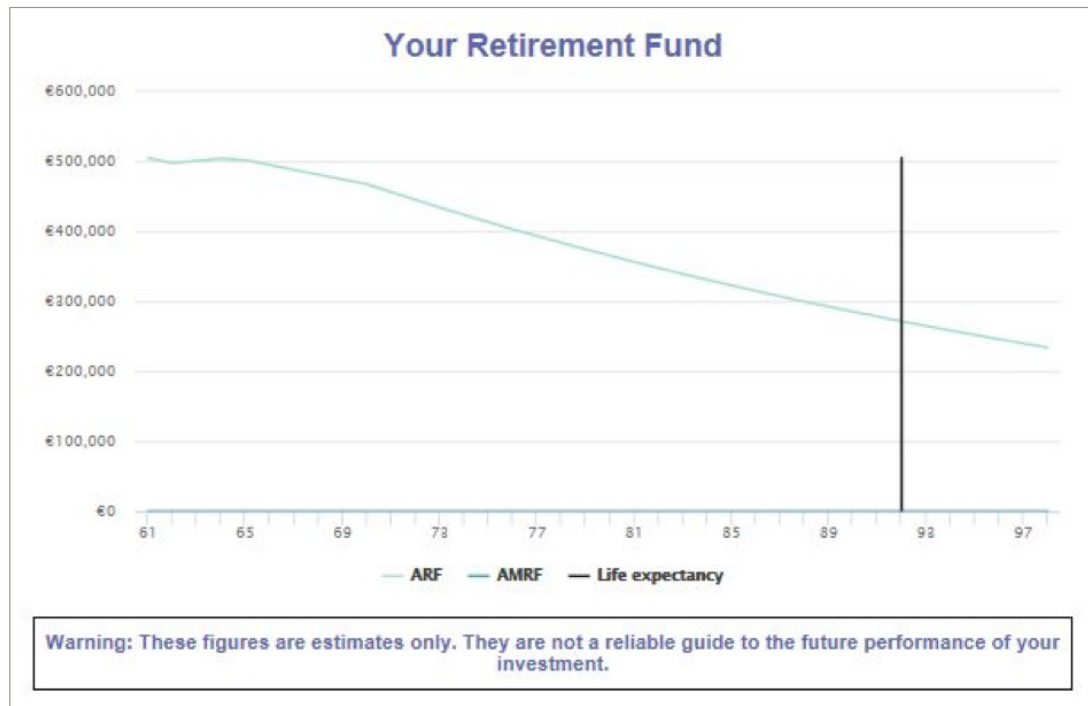
You also have the option to see these graphs in table format by selecting 'Show Graph Data' which will open up the screen below.

Show Graph Data

		Custom Option				ARF Option			Annuity Option	
	All Other Income	ARF/AMRF Income	Annuity Income	Total Income	ARF/AMRF Fund Value	ARF/AMRF Income	Total Income	ARF/AMRF Fund Value	Annuity Income	Total Income
61	€10,000	€21,612	€7,710	€39,322	€504,827	€26,976	€36,976	€690,829	€28,912	€38,912
66	€10,000	€20,130	€7,710	€37,840	€494,958	€25,126	€35,126	€690,803	€28,912	€38,912
71	€10,000	€23,437	€7,710	€41,147	€456,216	€29,254	€39,254	€652,836	€28,912	€38,912
76	€10,000	€20,717	€7,710	€38,427	€403,257	€30,148	€40,148	€585,017	€28,912	€38,912
81	€10,000	€18,312	€7,710	€36,022	€356,446	€26,650	€36,650	€517,106	€28,912	€38,912
86	€10,000	€16,186	€7,710	€33,896	€315,069	€23,555	€33,555	€457,079	€28,912	€38,912
91	€10,000	€14,307	€7,710	€32,017	€278,495	€20,821	€30,821	€404,020	€28,912	€38,912
96	€10,000	€12,646	€7,710	€30,356	€246,166	€18,404	€28,404	€357,120	€28,912	€38,912

You have selected the **Custom Option** shown above. The other figures are shown for comparison purpose only. All income figures are the gross yearly amounts.

SECTION 5: YOUR PLAN – CUSTOM OPTION



Your Retirement Fund

This graph shows the projected ARF and AMRF fund values during the client's lifetime.

SECTION 5: YOUR PLAN

OPTION BUTTONS

[Fund Running Out](#) [Annuity Terms & Features](#) [Investment Fund](#) [Life Expectancy & Assumptions](#) [ARF/AMRF Features](#) [Other Options](#)

As well as any retirement lump sum shown, it may be possible to take some or all of your fund as cash. There are certain legal restrictions on taking up this option. You would have to pay tax at your highest rate of income tax and any other taxes or government levies which would apply.

[Return to Your Options](#) [Generate Report](#) [Online Submissions](#)

Return to Your Options:

Selecting this button brings you back to the 'Your Options' section where you can review the other available options e.g. ARF, Annuity or Custom Option.

Generate Report:

If you are happy with the details in this section, select 'Generate Report' to proceed to the next section and start customising your report. More details on generating reports can be found on the next page.

Online Submissions:

Select this button if you want to proceed and submit an ARF / AMRF plan online for this client.

SECTION 6: GENERATE REPORT

Generate Report

Sections to include in report

<input checked="" type="checkbox"/> Cover letter	<input checked="" type="checkbox"/> Income Graph	<input checked="" type="checkbox"/> Fund Graph
<input checked="" type="checkbox"/> Attitude to Investment	<input checked="" type="checkbox"/> Fund Running Out	<input checked="" type="checkbox"/> Annuity Terms & Features
<input checked="" type="checkbox"/> Investment Fund	<input checked="" type="checkbox"/> Life Expectancy & Assumptions	<input checked="" type="checkbox"/> ARF/AMRF Features
<input checked="" type="checkbox"/> Fact Find Questions		<input checked="" type="checkbox"/> Other Options

Cover Letter (this will appear in the body text of the cover letter)

Please find enclosed your Retirement Review report.

This report outlines the details gathered at our meeting.

Reason for choice (this will appear in the body of the report)

Conclusion (this will appear as the last section of the report)

By selecting '**Generate Report**' at the end of the '**Your Plan**' section (see previous page) it will generate the matrix across.

All sections will automatically be included in the report but you can tailor this to your needs and exclude any section by unchecking the relevant box.

You also have the option to enter text to be included in the report. There are three free text boxes each allowing up to 1,000 characters.

The first free text box allows you to tailor the accompanying cover letter.

The second free text box appears directly above the recommended retirement options and allows you to explain your recommendation, whether that is the ARF, annuity or a custom option.

The third free text box appears directly before the 'Appendices' section and allows you add any concluding remarks or commentary to the report.

Selecting '**Generate Report**' will produce the client report, in editable word format. This report will include the information and graphs from the '**Your Plan**' section for the retirement options you have chosen.

SECTION 7: ONLINE SUBMISSION

Fund Running Out	Annuity Terms & Features	Investment Fund	Life Expectancy & Assumptions	ARF/AMRF Features	Other Options
<p>As well as any retirement lump sum shown, it may be possible to take some or all of your fund as cash. There are certain legal restrictions on taking up this option. You would have to pay tax at your highest rate of income tax and any other taxes or government levies which would apply.</p>					
Return to Your Options		Generate Report		Online Submissions	

Online Submissions:

After you have generated the client's report you can close the report matrix and it will bring you back to bottom of the 'Your Plan' section where you can proceed and submit an ARF / AMRF plan online for this client.

SECTION 7: ONLINE SUBMISSION

Your Plan

Apply Now

Apply Now

	Product	Investment	
ARF	ARF	686,500.00	Purchase
AMRF	AMRF	63,500.00	Purchase

Back

Apply Now:

Select the 'Purchase' button and a new window will open to allow you submit the case online.



We hope this booklet is useful in guiding you through MyRetirement Pathfinder.
If you have any queries or feedback in relation to the guide or MyRetirement Pathfinder,
please contact your Account Manager.